



**The AVIAS SITES Land Development application provides scenario-based analysis of airport real estate assets to optimize land utilization and determine return on investments.**

The **AVIAS SITES** application allows your staff to manage your real estate portfolio of assets.

**SITES** provides an auto updated map of all the parcels that the airport has available for both aviation and non-aviation development.

The application allows you to inventory and create a portfolio of real estate assets and can be updated for lease management if needed.

**AVIAS SITES** optimizes land utilization, customized to your airport, breaking down properties into various development types.

It can be developed into a Strategic Real Estate Master Plan. This allows your staff to run financial scenarios on various opportunities or by land parcel to quickly manage your portfolio,

provide analysis, generate proformas to show returns on investments on possible developments.

**SITES** manages complex sets of data, such as environmental and utility information, highest and best use analysis, development concepts, and instantly displays information on property cards.

Your team can quickly create and download marketing materials to send to potential tenants and developers.

## BENEFITS

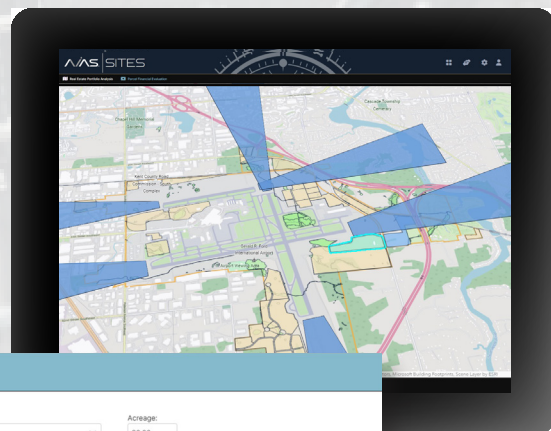
- Catalogs your real estate parcels
- Optimizes land utilization
- Automates financial functions
- Instantly creates marketing materials
- Easily manages complex data

## FUNCTIONALITY

- Provides a repository to manage data on real estate assets at your airport
- Data can be used to develop a Strategic Real Estate Master Plan
- Identifies highest and best-use parcels
- Uses financial scenario-based analytics to generate 20-year proforma

## FEATURES

- Cloud based
- Auto-updated mapping
- Customizable to meet your airport's needs



**Highest & Best Use Scenario Input**

|                                     |                          |                        |
|-------------------------------------|--------------------------|------------------------|
| Development Type:<br>INDUSTRIAL     | Deployment Date:<br>2025 | Acreage:<br>20.00      |
| Highway Frontage:<br>4-Lane Highway | Runway Access:<br>NO     | Railroad Access:<br>NO |
| Utilities:<br>POWER                 |                          |                        |

**Run Scenario** **Reset** **Close**

*Optimize land utilization with scenario-based analytics*

## TECHNICAL SPECIFICATIONS



**CLOUD-BASED**  
Access anytime, anywhere with no on-premise installation required



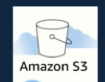
**RELIABLE & SCALABLE**  
Hosted on Amazon AWS for industry-leading security, performance, and uptime



**CROSS-BROWSER COMPATIBLE**  
Works seamlessly on all modern web browsers—no special setup required



**SECURE & ENCRYPTED** Protected with HTTPS for safe and reliable data transmission



**ROBUST STORAGE**  
Backed by Amazon S3 for scalable, durable, and high-performance data management



**POWERED BY ESRI**  
Proven GIS technology for accurate mapping and spatial analysis

Financial Feasibility Scenario Input

Deployment Date: \*  
2023

Lease Rate (\$/Acre/Yr):  
\$25,000.00

Lease Term (Yr):  
30

Escalation (%):  
4%

Annual Absorption (%):  
100.00%

Initial Investment (Airport \$):  
\$1,200,000.00

Annual Recurring Costs (Airport \$):  
\$15,000.00

Lease Abatement (Years):

Other Project Investment (\$):

Escalation Credit(%):  
N/A

Sq Ft (Override Site Acreage):

Run Scenario Reset Close

Perform financial scenario-based analysis on any parcel

Parcel 9-13 (Best Match)

| Year                              | 2023      | 2024     | 2025     | 2026     | 2027      | 2028      | 2029      | 2030      | 2031      | 2032      | 2033      | 2034      | 2035      | 2036      | 2037      | 2038      | 2039      |
|-----------------------------------|-----------|----------|----------|----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Base Rent                         | \$25,000  | \$25,000 | \$40,000 | \$67,840 | \$90,554  | \$114,176 | \$138,743 | \$164,293 | \$190,865 | \$218,500 | \$247,240 | \$277,130 | \$308,215 | \$340,544 | \$374,166 | \$409,133 | \$445,496 |
| Annual Escalation                 | 0         | 21,000   | 21,840   | 22,714   | 23,622    | 24,567    | 25,550    | 26,572    | 27,635    | 28,740    | 29,890    | 31,085    | 32,329    | 33,622    | 34,967    | 36,365    | 37,818    |
| Total Operating Income            | \$25,000  | \$46,000 | \$61,840 | \$80,554 | \$114,176 | \$138,743 | \$164,293 | \$190,865 | \$218,500 | \$247,240 | \$277,130 | \$308,215 | \$340,544 | \$374,166 | \$409,133 | \$445,496 | \$483,314 |
| Annual Expenses                   | 15,000    | 15,000   | 15,000   | 15,000   | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    |
| Total Operating Expenses          | 15,000    | 15,000   | 15,000   | 15,000   | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    | 15,000    |
| Total Operating Income/Loss       | \$10,000  | \$31,000 | \$46,840 | \$65,554 | \$99,176  | \$123,743 | \$149,293 | \$175,865 | \$203,500 | \$232,240 | \$262,130 | \$293,215 | \$325,544 | \$359,166 | \$394,133 | \$430,496 | \$468,314 |
| Airport Investment                | 1,200,000 | 0        | 0        | 0        | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Lease Abatement                   | 0         | 0        | 0        | 0        | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Other Project Investment          | 0         | 0        | 0        | 0        | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Lease Escalation Credit           | 0         | 0        | 0        | 0        | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Total Non-Operating Expenses      | 1,200,000 | 0        | 0        | 0        | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Total Income/Loss                 | -990,000  | \$31,000 | \$46,840 | \$65,554 | \$99,176  | \$123,743 | \$149,293 | \$175,865 | \$203,500 | \$232,240 | \$262,130 | \$293,215 | \$325,544 | \$359,166 | \$394,133 | \$430,496 | \$468,314 |
| Cumulative Income                 | -990,000  | -959,000 | -912,160 | -846,606 | -762,430  | -658,687  | -535,394  | -401,529  | -257,029  | -101,789  | 6,500     | 113,715   | 249,259   | 384,803   | 519,347   | 652,843   | 785,282   |
| Cumulative Incentives             | 0         | 0        | 0        | 0        | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         | 0         |
| Annual Return on Investment (ROI) | 0%        | 44.29%   | 46.07%   | 47.96%   | 49.93%    | 51.98%    | 54.11%    | 56.32%    | 58.63%    | 61.02%    | 63.51%    | 66.10%    | 68.80%    | 71.60%    | 74.51%    | 77.54%    | 80.69%    |
| Break Even Point                  |           |          |          |          |           |           |           |           |           |           |           |           |           |           |           |           |           |

Export to Excel Close

Quickly generate a 20-year proforma and determines ROI

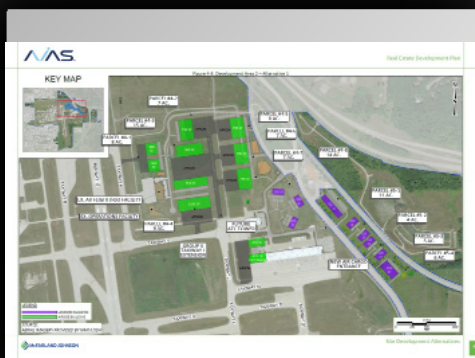
## LEARN MORE ABOUT AVIAS

Scan the QR Code for an overview video of AVIAS or go to: [mjinfrasolutions.com/AVIAS](https://mjinfrasolutions.com/AVIAS) to learn more about AVIAS and the full suite of Airport Management Solutions.



### AVIAS Suite of Airport Management Applications

- **DAT** - Dynamic Analysis
- **AEROCLEAR** - Obstruction Analysis
- **INSPECT** - Airport Inspection & Asset Management
- **SITES** - Land Development
- **RUMBLE** - Pavement Management
- **CAPLAN** - Airport System Planning
- **FLOW** - Terminal Planning



Marketing cutsheets can be developed and sent to potential tenants and developers

## CONTACT US



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